

Message Text

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ORIGIN EUR-12

INFO OCT-01 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00 DOTE-00

EB-07 INR-07 NSAE-00 FAA-00 PM-03 H-02 L-03 NSC-05

PA-01 PRS-01 SP-02 SS-15 USIA-06 TRSE-00 IO-10 /077 R

DRAFTED BY EUR/CE:RWBECKER:KP

APPROVED BY EUR/CE:RDDAVIS

EB/OA:JMAGNOR

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R 040229Z JUL 75

FM SECSTATE WASHDC

TO AMEMBASSY BONN

USMISSION USBERLIN

INFO AMEMBASSY LONDON

AMEMBASSY PARIS

USMISSION NATO

AMEMBASSY ANKARA

AMCONSUL ISTANBUL

C O N F I D E N T I A L STATE 158766

E.O. 11652: GDS

TAGS: PFOR, EAIR, US, WB, UK, TU, FR, GW

SUBJECT: TURKISH WORKER CHARTER FLIGHTS

REF: A.) USBER 1235 B.) BONN 10476

1. PAN AM STATEMENT PARA 3 REFTEL (A) THAT DEPARTMENT WOULD SHORTLY BE INSTRUCTING EMBASSY AND MISSION TO APPROACH FRG AND SENAT WITHOUT FOUNDATION. PAN AM HAS INFORMALLY RAISED WITH DEPARTMENT ON TWO OCCASIONS QUESTION OF POSSIBLE USG SUPPORT IN MAKING APPROACH TO SENAT AND FRG IN EFFORT TO ENLISH THEIR SUPPORT TO HELP PAA COPE WITH NUMEROUS PROBLEMS RELATED TO TURKISH WORKER CHARTER MARKET CITED REFTELS. DEPARTMENT ADVISED
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PAN AM REPS BOTH IN WASHINGTON AND NEW YORK THAT WE

WOULD BE ABLE TO CONSIDER SUPPORT FOR PAN AM REQUEST AT SUCH TIME AS AIRLINE WAS ABLE TO DEMONSTRATE BASIS FOR COMPLAINT THAT IT WAS LOSING MONEY OR WAS BEING FORCED OUT OF TURKISH WORKER CHARTER MARKET THROUGH UNFAIR PRACTICES. WE POINTED OUT TO PAN AM THAT IT WOULD BE DIFFICULT FOR US TO MAKE REPRESENTATIONS ON ITS BEHALF UNDER PRESENT CIRCUMSTANCES WHERE AIRLINE CONTINUES TO

ACCEPT THY'S TERMS FOR OPERATING BERLIN-ISTANBUL FLIGHTS, WHICH ON THE FACE OF IT WOULD SUGGEST THAT AIRLINE STILL ABLE TO COMPETE IN MARKET ON PROFITABLE BASIS.

2. IN ITS DISCUSSIONS WITH US, PAN AM HAS NOT BEEN ABLE TO ARTICULATE EXACTLY WHAT IT WANTS USG TO ASK THE SENAT OR FRG TO DO ON ITS BEHALF, AND WE ARE UNAWARE OF ANY NEW PROPOSALS FOR DEALING WITH THE PROBLEM WHICH HAVE NOT ALREADY BEEN SUGGESTED, AND REJECTED, BY ONE INTERESTED PARTY OR ANOTHER. OTHER THAN TO ASK ALLIES TO TAKE RATHER DRACONIAN ACTION UNDER BK/L (62) 5, WHICH WE CONTINUE TO OPPOSE, WE ARE UNAWARE OF ANY OTHER MEASURES WHICH SENAT (OR PAN AM) MAY HAVE IN MIND FOR DEALING WITH SITUATION.

3. ALTHOUGH DEPARTMENT DOES NOT BELIEVE SITUATION PRESENTLY WARRANTS OFFICIAL APPROACH TO FRG OR SENAT ON PAN AM'S BEHALF, WE WOULD NOT OPPOSE MISSION APPROACHING "SYMPATHETIC EAR" IN SENAT TO PROVIDE BRIEFING ON DEVELOPING SITUATION ON INFORMAL BASIS IF MISSION BELIEVES THIS WOULD BE USEFUL. AMONG OTHER POINTS WHICH PARTICULARLY TROUBLES PAN AM OFFICIALS HERE AND WHICH MISSION OFFICER COULD MENTION DURING BRIEFING IS THAT ROYALTY PAYMENTS DEMANDED BY THY GREATLY INCREASED PRICE DIFFERENTIAL BETWEEN FLIGHTS FROM EAST AND WEST BERLIN AIRPORTS, CONTRIBUTING SIGNIFICANTLY TO INCREASED FLOW OF TURKISH WORKER CHARTER BUSINESS THROUGH SCHOENEFELD. SHOULD SENAT OFFICIAL RAISE QUESTION OF TAKING ACTION UNDER BK/L (62) 5 MISSION SHOULD POINT OUT WE HOPE THAT RESOLUTION COULD BE FOUND TO PRESENT DIFFICULTIES WITHOUT HAVING TO RESORT TO SUCH SEVERE MEASURES BECAUSE OF THE WIDER IMPLICATIONS AND POSSIBLE RAMIFICA-
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SUPPLEMENTAL AIRLINES, AIR SCHEDULES, AVIATION AGREEMENTS, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 04 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE158766
Document Source: CORE
Document Unique ID: 00
Drafter: RWBECKER:KP
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750232-0969
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750783/aaaacvyte.tel
Line Count: 108
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75, 75
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 16 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <16 MAY 2003 by ShawDG>; APPROVED <03 OCT 2003 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TURKISH WORKER CHARTER FLIGHTS
TAGS: PFOR, EAIR, US, WB, UK, TU, FR, GE
To: BONN USBERLIN
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006